

GREENHOUSE GAS EMISSIONS REDUCTION FUND
Quarter 3 Progress Report – DRED/LRCC
February 1 - April 30, 2010 (FY10)

1. Program Title:

Expanded Energy Efficiency and Renewable Energy Program
(BPI Building Analyst, Energy Auditor Training Program Development and Delivery: Lakes Region Community College (LRCC), Laconia, NH and Program Management NH Department of Resources and Economic Development (DRED))

2. Program Types:

1. Energy audits;
2. Weatherization of NH residential housing stock;
3. Energy efficiency work force training and development;
7. Compliance efforts;
8. Improve the electric and thermal energy efficiency of existing residences;
9. Programs to foster the retrofitting of highly efficient and affordable housing;
10. Education, outreach and information programs that promote energy efficiency and conservation to reduce greenhouse gas emissions generated within NH.

3. Summary of work completed during this reporting period February 1 - April 30, 2010, FY10 Q3 Reference Activities Under Exhibit A, Page 2, Timeline

Specifically, with DRED's direction LRCC accomplished the following to achieve the program goals set forth in the cooperative proposal:

1) Work with DRED to craft outreach activities, with reliance on web pages as the primary method of outreach to increase the number of participants in the Energy Auditor Training Program.

LRCC has collaborated with DRED to develop a joint marketing campaign including purchased media in select regional radio and newspapers. Press releases have been done in statewide and regional press outlets. LRCC and DRED have also created promotional programs on their respective web pages. (See attached samples of one page flyers and newspaper ads.) Campaign development 100% complete. Promotional advertising is ongoing by region.

2) Solidify a Memorandum of Agreement between DRED and LRCC.

MOU 100% complete.

3) Market the new contractor-training program in Building Analysis (BA) by offering scholarships sponsored via the PUC grant funds that will pay 50% of course tuition for students accepted into the program, as well as initial equipment costs.

The scholarship opportunity is promoted in all print media, through letters to Workforce Development and Employment Security Outlets throughout the state. Marketing has also been done through a number of professional organizations such as the Home Builders Association, State Utilities, Community College campuses where training is to be conducted, and Civic Organizations.

The scholarship campaign is 100% developed and marketing and ongoing as sections are offered.

Fifteen (15) Scholarships were awarded during this quarter. They were awarded for a training session in Concord SPNHF (March12).

4) DRED oversaw the contract for the training at LRCC. LRCC performed the following:

a) Establish Learning Centers at five Community Colleges in NH (or other location favorable to demographics) with LRCC as the hub site that contracts with other colleges in the system.

Along with its home campus in Laconia, LRCC has established training sites at our sister campuses in Berlin, Pease, Nashua, and Claremont. We are also scheduled to offer training at the Society for Protection of New Hampshire Forests in Concord. Future training sessions will be conducted in Lebanon, Pease Port, Nashua, and a select North County location.

Activity 100% complete

b) Apply for Building Performance Institute provider ship status.

LRCC has secured an affiliation relationship with BPI and has completed the faculty certification process for our Instructor and multiple field proctors.
Activity 100% complete.

c) Acquire and adapt curriculum, hire and train staff on selected BA curriculum, and develop a “train the trainer” model to increase the instructor pool across New Hampshire.

LRCC has purchased the nationally recognized NYSERDA Building Analyst Curriculum and our Instructor has reviewed and updated the curriculum for New Hampshire specific application.

Activity 100% complete

d) Establish internship sites for newly trained workers and, where applicable, coordinate student shadowing of GDS Associate experts when conducting expanded energy audits.

The activity of BPI Certified students job shadowing weatherization firms, while they conduct home energy audits, has been begun on a limited basis. A more structured job shadowing will be developed in future months.

e) Recruit and train building analysts.

Fifteen (15) students were trained during this quarter.
(A total of 99 students have been trained in the first three quarters of the program.)

Session Completed

Location	<u>#Students</u>	<u>#Written Test</u>	<u>#Field Test</u>	<u>#BPI Certified*</u>
Concord				
3/8-12/2010	15	14	14	Results Not Yet Available

*BPI Certification # based on BPI's reporting of the #s that passed the field test.

LRCC has conducted student evaluations and focus group activities for program assessment and improvement.
Status 100% complete for this quarter. Other sessions are scheduled for future Qtrs.

f) Market Energy Auditor Training Program state wide, and coordinate marketing efforts with DRED. In publicizing events, the LRCC included the NH Division of Economic Development logo as a "sponsoring partner." In printed materials as well as press releases, the Division of Economic Development was acknowledged as a "sponsoring partner." In the future GHGREF will be acknowledged as the "funding partner".

Ongoing activity with Marketing Principals from DRED and LRCC. 100% complete for 3rd Qtr and 109% complete for the project.

g) Monitor the newly trained workforce through employers. Activity not yet begun.

h) Collect data Activity in process.

i) Meet quarterly with DRED to provide updates on graduate success, program status and impact on the energy community.

Communication is ongoing between LRCC Program Coordinator and DRED.

j) Obtain permission from students to use generalized information for the purposes of planning, case studies, program promotion, and reporting.

Completed at the beginning of each cycle. 100% complete for cycle.

k) Benefits to Low Income residents. (None at this time.)

l) Problems or delays. (Noted under Obstacles listed below.)

m) Deviation from work plan. (None at this time.)

**4. Summarize work to be completed next quarter: May 1 - July 31, 2010
DRED/LRCC activities for the Third Quarter include;**

- a. Renew NYSERDA curriculum license.
- b. Update curriculum as needed to integrate new NYSERDA, BPI, and New Hampshire specific information updates.
- c. Assess marketing program and implement expanded target marketing in regional media to support training schedule.

Additional work is underway to adapt the NYSERDA Envelope Professional curriculum for New Hampshire, and for an upcoming combined Building Analyst-Envelope Professional training. In addition, the instructor and field examination proctor pool have worked under a train-the-trainer model, and have been extending their training efforts to other audiences.

- d. Support training facilities in Concord, Lebanon, Nashua, and the Seacoast regions.
- e. Deliver the Building Analyst program in the established training facilities
- f. Conduct student evaluations and focus group activities for program assessment and improvement

5. Please document any jobs created.

As stated in the prior report, two (2) contracted positions were created in support of this activity. They were a Program Coordinator and an Adjunct Faculty Position.

As stated in this Qtrs Appendix, nine (9) jobs were created or retained a job in the weatherization industry. Over 23 students have expanded their skills and then expanded the services they provide to homeowners around the State. In many cases these Energy Analysts added billable hours to their business during this economic downturn.

Two students attending the March 2010 training were employees of a company that is preparing to open a new weatherization division. Two students traveled from the North Country to the Concord training; one to enhance her qualifications as an existing energy auditor; the other to start an energy auditing company in extreme northern New Hampshire. Several other students were builders or contractors who intend to use the training to enhance the range and quality of existing contracting services that they offer. Clearly the impact of these trainings extends beyond just jobs created to market transformation of the housing field towards greater emphasis on energy efficiency.

6. Explain any obstacles encountered or any milestones not reached.

Program marketing plan is a work in progress. A review of marketing options is ongoing.

Student data collection will to be improved in order to collect more exit information and job attainment and retention data. This will be a priority for the program coordinator.

A Seacoast Building Analyst course was scheduled to start April 25. The classroom, publicity, advertising, volunteer homes, course registration and other logistics were in place. However, only three students had registered for the course as of five days prior to the class. Because grant funding is tied to the number of students enrolled, a decision was made to postpone the course despite the investments that had been made. The course is currently rescheduled for June 21, assuming enough students register. An effort is in process to work with Portsmouth-based SEAREI organization to assist with the marketing of this class.

7. Beyond Contract.

As part of the Energy Auditor field training Energy Audits have been conducted on 15 homes during this quarter. The homeowners of these homes have gained the benefit of having the findings, from the energy audit and the recommended improvements, explained by the course instructor.

The Thompson-Ames Historical Society in Gilford approached LRCC about conducting energy audits of its historical buildings. Two buildings were investigated with the March 2010 class, and the recommendations produced will enable the Historical Society to reduce their energy costs and improve building durability. These energy assessments were also featured in a March 18, 2010 Gilford Steamer newspaper article. A copy of the article is included in the Qtr3 Appendix.

8. Marketing Material Samples.

Energy Auditor Program Flyer, LRCC Energy Auditor Program web page, and examples of press releases have been submitted with the 1st Qtr's report.

9. Budget vs. Actual Expenditures

To be included with invoicing.